

Message Text

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PAGE 01 PARIS 11605 080203Z
ACTION EB-08

INFO OCT-01 CIAE-00 COME-00 DODE-00 NSAE-00 ICA-11
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FM AMEMBASSY PARIS
TO SECSTATE WASHDC 9802

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EXCON

USDOC

EO 11652 N/A
TAGS: ESTC FR CU
SUBJECT: CII-HONEYWELL-BULL PERIPHERAL
COMPUTER EQUIPMENT SALES TO CUBA

REF: PARIS 03866

1. CII-HONEYWELL-BULL OPERATIONS DIRECTOR FOR DIRECT COUNTRY SALES, MR. SIMONET, ACCOMPANIED BY MR. WHELAN, MANAGER EXPORT CONTROLS, CALLED ON EMBASSY COUNSELOR FOR COMMERCIAL AFFAIRS TO REPORT ON THEIR RECENT DISCUSSIONS WITH DEPARTMENT AND USDOC REPRESENTATIVES IN WASHINGTON REGARDING URGENCY OF OBTAINING USDOC APPROVAL FOR AN EXPORT LICENSE FOR A SHIPMENT TO CUBA. AS REPROTED IN REFERENCED CABLE AND IN A MARCH 16 LETTER ADRESSED TO RAUER MEYER, USDOC OFFICE OF EXPORT ADMINISTRATION, CII-HONEYWELL-BULL BELIEVES A FAVORABLE U.S. RESPONSE IS JUSTIFIABLE DUE TO THE OBSOLETE NATURE OF THE EQUIPMENT AND THE ACTUAL SMALL PERCENTAGE OF U.S. ORIGIN EQUIPMENT INVOLVED. THEY ALSO STRESSED THAT THIS WOULD NOT REPEAT NOT BE A PRECEDENT SETTING

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APPROVAL FOR THEM, AS THEY HAVE NO FURTHER PLANS FOR SALES OF U.S. ORIGIN EQUIPMENT TO CUBA.

2. EMBASSY COMMENT. ASIDE FROM SIGNIFICANT (2.2 MILLION DOLLARS) COMMERCIAL LOSS CII-HONEYWELL-BULL WOULD INCUR SHOULD LICENSE BE DENIED, COMPANY REPRESENTATIVES JUSTIFIABLY NOTED POTENTIAL ADVERSE POLITICAL

REACTIONS WHICH COULD ERUPT FROM U.S. CANCELLATION OF
WHAT IS BASICALLY A FRENCH TRADE CONTRACT HIGHLY IM-
PORTANT TO A SENSITIVE DOMESTIC INDUSTRY. IN TERMS OF
BILATERAL RELATIONS WITH FRANCE, EMBASSY WOULD PREFER,
OTHER THINGS BEING EQUAL, TO AVOID PROVIDING A CASE
WHICH COULD BE EXPLOITED BY PRESS AND POLITICAL CON-
SERVATIVES AND LEFTIST LABOR ELEMENTS TO POINT TO U.S.
DOMINANCE OVER FRENCH INDUSTRIES OF NATIONAL INTEREST.

3. EMBASSY WOULD APPRECIATE THE DEPARTMENT INFORMING
US OF THE STATUS OF THE REVIEW OF THIS CASE AND WHAT
THE PROSPECTS ARE FOR ITS APPROVAL..HARTMAN

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NNN

Message Attributes

Automatic Decaptoning: X
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Disposition History: n/a
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